

SPEAKERS AT PIANO CONVENTION

ROBERT N. WATKIN,
Dallas, Tex.S. A. WOODFORD,
Columbus, Ohio.O. J. DE MOLL,
Washington.F. R. T. HOLLENBERG,
Little Rock, Ark.J. G. RAMSDALL,
Philadelphia.DEALERS EAGER TO
WIPE OUT FRAUD

(Continued From First Page.)

Chicago folks came back with the irresistible argument that if the convention came to that city, both the Rochester and Milwaukee beverages should be placed in countless quantities at the disposal of the members. That carried the day and the convention was Chicago's.

Some Piano Thoughts. Reading of papers exhausted a greater part of the morning program. These were listened to with much attention.

The newly elected first vice-president of the association, R. O. Foster, of Minneapolis, read a paper on "Piano Thoughts To-Day and To-Morrow." After rendering a ringing tribute to the administration of President Droop, he said:

"The mighty wave of reform, the marvelous uplift that is agitating the commercial world, appeals strongly to our imagination. Our country is entering upon a great and glorious era and there never was a time when right and integrity were so honored."

"Music is the highest and purest form of expression. The hopes, longings and aspirations of all the nations of the earth have found expression in inspirational outbursts of melody, song and anthem," he said.

Mr. Foster's address developed the thought that since music is so high and so ennobling an art, those who come in contact with it in a commercial way should see to it that they conduct themselves in the path of high ethical business principles. The piano trade, he declared, is rising higher year by year, and slowly its forces of evil are diminishing.

Piano's Future. "The Future of the Piano Piano and Music Roll" was discussed by O. H. DeMoll, of Washington. "The piano piano has come to stay," he asserted. "I predict that the piano of to-day, as we see it, will be as crude a century hence as Hudson's first side-

wheeler is to the turbine of the Lusitania.

"The field is becoming scarcer every day of the musically educated—those who have by years of practice learned to play the piano by hand. The player piano of to-day is popular, particularly appealing to the man who cannot play the piano."

One of his customers, said Mr. DeMoll, has made a new home of his household in buying such a piano. The family has anything it wants from rag-time to the classics, and when breakfast is late the "old man," instead of "muffling his grouches" with a pipe, rattles off at the player piano "Things on My Fingers and Bells on My Toes," or a Chopin funeral march, as his mood demands.

Dollars and Morals. S. A. Woodford, of Columbus, Ohio, read the third paper, his subject being "Dollars and Morals." His theme was that to bring about effective results from the ethical principles of the piano trade, the individual member must be approached, not with an attack upon his moral beliefs, but by a demonstration that unethical conduct will make his pocketbook suffer. Moral view, he said, differed in almost every man, and the work for the association to do is to inculcate the inseparable and automatic relation the consistent dollar bears to righteous doing. The business value of moral business conduct is what needs to be harped on, he thought.

Newspaper Advertising Best. Robert N. Watkins read an interesting paper on "Piano Advertising as It Should Be." "Newspaper advertising for the average piano house is by far the cheapest and is probably the only kind of advertising that will, in itself, be self-sustaining. Newspapers reach individuals, give the name of the dealer and his line of pianos. The paper is the best medium for the piano dealer."

Puzzle and guessing contests, as now often employed, are objectionable," he said. "They are to be deplored, for their sensationalism. In that they wrongly teach piano buyers that pianos are sold at enormous profits."

Travelers in Session. The first session of the National Association of Piano Travelers came in the afternoon, and about 100 members were present, representing almost half the entire membership.

President W. E. Hall, of New York, delivered his annual report, saying that the association is now in a position to co-operate with the other two piano associations in their reform of trade ethics. He thought the power of the travelers in disseminating the principles of the association a very tremendous one.

Secretary Frank E. Edgar, of Connecticut, made his report, showing everything in great shape, and then Treasurer M. A. Williams, of New York, brought down the house by showing in his report that every member had paid his dues, that the association owed not a cent and had a good balance in its coffers.

Officers Elected. Election of officers for 1910-1911 then took place, resulting in the following choices: A. Dalrymple, New York, president; Thomas Hatcher, Chicago, first vice-president; W. M. Plasted, New York, second vice-president; F. E. Edgar, Connecticut, third vice-president; H. B. Shearer, Ohio, treasurer; L. M. Ide, New York, secretary. Executive committee—B. F. Owen, Boston; E. Walter, Chicago. Some of the elections were pretty close.

Chicago was selected as the next meeting place, the time to be near that set for the dealers.

Former President Payson, of the Manufacturers' Association, and President Droop, of the Dealers, were present and made brief speeches of encouragement, declaring that the Travelers are the real "live wires" of the trade.

President Dalrymple was formally installed, the gavel being presented to him by Mr. Payson in an appropriate speech, to which the new officer fittingly responded.

Adjournment was ordered until this morning, when a few matters of routine will be cleared from the docket.

At the banquet of the National Association of Piano Dealers to-night the principal speeches will be made by President Droop, President-elect Clement and Sir Herbert Marshall.

Charged with Breaking In.

John Lawrence, white, was arrested last night on a charge of breaking in the door of a piano store, 3001 East Main Street, stealing therefrom a set of harness.

RICHMOND TOWN
WENT MUSIC-MAD

Piano Show, With Two Bands,
Real Feature of Convention Week.

Scoring the greatest popular hit that Richmond has registered for many a long day, "society night" at the national piano show last night gathered under the vast roof such an immense crowd that the capacity of the place was taxed to the last possible point, many people being unable to get in at all. The fairest hopes of the men behind the great exhibit were magnified.

DON'T MISS THE
OPPORTUNITY
OF DECREASING
your horse power costs,
thus INCREASING
YOUR PROFITS.

The coal you are using may please your firemen, and your relations with your shippers may be SATISFACTORY.

Is the COST so?

To secure low cost, select a coal of good steaming quality, as indicated by its heating or thermal value, with smallest percentage of ash or incombustible matter, and one that will cause no trouble or loss from objectionable clinkers.

That's like ATLANTIC GUARANTEED NEW RIVER COAL.

Its price is reasonable.

Its users SATISFIED with SATISFACTORY LOW COSTS.

We haven't enough for all; so order now.

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HANCOCK SULPHUR COMPOUND.

LIQUID SMALL, 50c.

Effective for Eczema, Itch, Ringworm, Poison Oak, Insect Stings, etc., all Skin Eruptions and Scalp Affections.

You need not go to the Sulphur Springs; this gives you a perfect Sulphur Bath and invigorating Tonic Drink.

OINTMENT LARGE JAR, 50c.

A MAGIC WONDER for Hemorrhoids, Piles, Sores, Swelling, Inflamed or Chafed Parts, etc. A useful household remedy.

Sprinkle for the complexion; keeps the skin soft and removes Pimples, Blemishes, Blackheads, etc.

TABLETS PER BOTTLE.

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A Uric Acid Corrective for purifying the Blood, toning the Stomach, prevention of Indigestion, Dyspepsia and most Kidney, Liver and Stomach Affections.

Manufactured by HANCOCK LIQUID SULPHUR CO., Baltimore, Md.

For sale by Druggists. If dealer can't supply you, sent by mail or express, prepaid. Write for Booklet on Sulphur.

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Absolutely Pure

Thursday's Hostesses

MAY 19th.

Mrs. H. E. Baskerville,
Mrs. E. J. Willis,
Mrs. H. S. Hawes,
Mrs. Geo. Watt.

The Demonstrations

THURSDAY.

Sauces. Gravies.

FRIDAY.

Ice Cream. Hermits.

SATURDAY.

Cake with Wine Sauce.

Thursday's Menu

Sweet Breads. Peas.

Tomato and Cheese Salad.

Hot Rolls. Cake.

Tea. Coffee.

LEAF TOBACCO REPORT.

Name of Market In Virginia.	April, 1910.		Total Number of Pounds of Leaf Tobacco.	
	Sold at First Hand.	Resold.	Bright.	Dark.
Altavista	25,410	58,910	54,375	.....
Amelia Courthouse	.....	54,375	.....	.....
Appomattox	.....	42,810	.....	.....
Bedford City	.....	42,810	.....	.....
Blackstone	.....	27,810	.....	.....
Blackwell	.....	144,111	.....	.....
Chase City	3,100	15,000	144	.....
Chatham	190,811	28,113	.....	.....
Clarksville	45,396	1,850	.....	.....
Danville	1,593,054	370,035	.....	.....
Drake's Branch	.....	264,903	.....	.....
Farquille	.....	2,427	.....	.....
Greenbridge	.....	1,485,000	.....	.....
Lynchburg	.....	5,210	.....	.....
Lawrenceville	.....	372,087	.....	.....
Martinsville	.....	830,150	.....	.....
Petersburg	.....	920,513	.....	.....
Richmond	.....	.....	.....	.....
Rocky Mount	.....	.....	.....	.....
South Boston	.....	.....	.....	.....
South Hill	.....	.....	.....	.....
Virginia	.....	.....	.....	.....
Totals	3,380,804	5,137,331	413,203	287,622

ried ten-fold. The thousands of seats were filled, and the only thing that wasn't badly crowded and packed together was the music, which fortunately had no physical dimensions.

It seemed almost that the waving batons of the hands had magically transformed a deserted village into a seething city. The multitude that pushed its way for four steady hours through the avenue that circled the booths rivaled that which surges up and down Broadway on New Year's eve, and was just as gay. Men smartly dressed, and women superbly gowned, were there in legions, and Richmond sent its finest there to set their seal of approval upon the beautiful show.

Two Great Concerts.

Another musical triumph was won by the United States Marine Band and by the Bostonia Ladies' Orchestra, which played in the earlier part of the evening. Time and time again Leader Santallman was compelled to bow acknowledgments of the ovations which the imposing array of musicians in scarlet uniforms received, and again and again Miss Renfrew, director of the Bostonia Ladies' Orchestra, graciously accepted the hearty tribute of approval that the record-breaking audience paid her organization. The soloists, Miss Gertrude Holt and Miss Francesa Kaspar, equally victorious, were encored several times.

The musical program was one that will be remembered by those who heard it as the best that Richmond has known in years. When the last number, "America," died away on the wings of the evening air, the immense crowd was reluctant to leave, and only the strident appeal of the bluecoats, "Move on quickly, please," could awaken it from the dreamland of delight into which it had fallen. It was a great success. In a single night Richmond went mad—mad with music.

Brilliant to Degree.

Hundreds of lights sent their brilliant glow down on the booths. Every booth was filled to the fullest with guests and customers. Thousands of souvereigns of all kinds were given out, and the kids thought Santa Claus had formed a close corporation and moved up Christmas to May. The piano men gathered into themselves last night a host of friends, and those pianos last night must have ached in every nerve and fibre, for they played everything from "My Wife's Gone to the Country, Hoorya," to "The Holy City." It was a big night for booming the business.

Mayor Richardson voted the show a tremendous success. The piano folks were tickled to death, and President Droop, the genial head of the

You are Invited to Attend The Cooking Demonstration Of Wesson Snowdrift Oil For Salads and Cooking

AT 300 FRANKLIN STREET

Now in Progress

Music, by an Orchestra, during the Luncheons daily

Mrs. W. H. Daniel, of Savannah, is demonstrating the uses and value of Wesson Snowdrift Oil for cooking and salad at The Exchange for Woman's Work, No. 300 East Franklin Street, and will be pleased to have the women of Richmond and vicinity visit the demonstration and luncheon there.

A dainty luncheon is served daily from 12 to 2:30 o'clock, for which a charge of 25 cents is made. Mrs. Daniel conducts her Demonstration Class, to which all are cordially invited, daily from 10:30 to 12 o'clock. She has arranged to instruct four cooks daily, by appointment; arrangements for which instruction must be made in advance with the Superintendent of The Exchange. The Southern Cotton Oil Company has donated to The Exchange for Woman's Work as many 8-ounce cans of Wesson Snowdrift Oil as the Committee in charge can dispose of.

All of the money derived from the sale of these luncheons and oil goes to The Exchange for Woman's Work, to be devoted to their work.

Wesson Snowdrift Oil is a vegetable product. It serves every cooking purpose of the best butter or lard. It cooks food without penetrating. Potatoes, meats, pastry or fish fried in Wesson Snowdrift Oil are crisp and done, without grease inside or out.

Mrs. Daniel will be pleased to explain in every way the use of Wesson Snowdrift Oil.

Buy a can of this oil at 10 cents from the women in charge, thus aiding in a good work, and affording you an opportunity to try this vegetable cooking fat for practically nothing.

Be sure and get a Wesson Snowdrift Oil Cook-Book free.

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ginia.

The opening service of the council will be held where it was held just 125 years ago, for the first time—in St. John's Church. It had been planned to have the whole service incident to the meeting of the council in St. John's, but the old church could not hold all the delegates, and the meeting had to be transferred to a larger edifice.

At half-past 3 o'clock this afternoon the council will meet for organization in Holy Trinity Church. The work will be mapped out and the various assignments made for the sessions to be held later. This meeting is expected to be especially interesting to the delegates, and all will be present.

To-night the council will meet in

Holy Trinity Church as a board of mis-

sions. The report of the executive

council and the report of the work done among colored people will be heard. The statement as to the needs and the work to be done during the coming year will also be heard from the committees in charge.

About 150 clerical and lay delegates are already in the city, and the meetings to-day will be well attended. It is proposed to serve luncheon to the delegates and those present at St. John's Church this afternoon in the church yard.

Children Cry FOR FLETCHER'S CASTORIA

Olive Oil

Absolutely pure—delicious flavor—rich in nutrition, and from a famous grove in Italy. For your salads, dressings and for medicinal use you should buy it.

Quart cans, 75c.

California Asparagus

That is as tender as you ever tasted and as delicious flavor as you care to secure in any variety will be on sale this week at the most inviting price. Only a few left.

Price only 25c.

Reduced to Only 10c

Former price 17c; but we overbought, and are going to close it out. If you are not a user of this most nutritious food, or if you wish to replenish your stock, then we offer—

Pettijohn's Food,
Ralston's Breakfast Food,
Ralston's Grits and Pancake Flour,

Only
10c Pkg.

Old Gibson

Straight Old Gibson Whiskey—long years in wood in bonded warehouse—absolutely pure—the thing to whip up that jaded appetite.

Per Gallon, \$3.50.

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